HELPING THE HONEST MERCHANT

Work Being Done by Utah Association of Credit Men to Raise Business Standards of Efficiency and Integrity

OFFICERS OF THE CREDIT

(Mottoes of the Utah Association of Credit Men.)

Honesty Is Every Business Man's Asset. Character, Estimated Worth, Volume of Business and Expense Account Constitute the True Basis of Credit.

Do the Largest Possible Business at the Least Possible Expense.

Cultivate Better Trade Relations Between Wholesaler and Re-Save Honest Merchants From the Sins of the Dishonest Ones.

Establish Credit on a Sensible and Permanent Basis. Sell All the Goods You Can to the Right Kind of Men.

Organized primarily to protect whole-salers from loss in credits, the asso-olation has broadened its scope until now, in addition to its original pur-pose, it is conducting an institution which is teaching improved business methods in a practical way, working for the extension of trade, cultivating close relations and confidence between the wholesday and extensions. the wholesalers and retailers, and seek ing to maintain a high standard of honesty. The main idea of the association is to help the retailers of the intermountain region do all the business they can, do it at a profit, and pay their debts. The honest merchant is aided in a payer as some called in a payer.

the association can bring it about.

In this way the association is making its influence widely felt in the business affairs of the state. It is an organization with headquarters in this city; it is composed of representatives of the large wholesale firms of Salt Lake, Ogden and Provo. Its influence is rapidly reaching out, not only throughout all Litah, but far into the neighboring states as well. Working to protect the wholesalers against fraud, and at the same time to save the retailer from being pusned to the wall when there is no justification for it, the association has a wide field which it is cultivating to good advantage. During the year just drawing to ness in the state on a better basis and different members to learn the opinion bringing wholesaiers and retailers into more harmonious relations.

How Association Was Organized.

Four years ago, when credit was so

der the state laws. The constitution provides that a board of directors consisting of nine members be chosen each year by vote of all stockholders. These directors choose from their number : president, vice president, secretary and treasurer. All officers and directors serve without pay. Provision is made in the constitution for an assistant secretary and manager and other help needed. These are hired from disinterested sources and draw their pay ber paying a monthly contribution of

Work of the Association.

As stated in the constitution, the work of the association is to improve conditions by issuing records, ing charge of assignments and other to the association for suit. An inquiry failures, and even acting as trustee was first made by the association and or referee in bankruptcy matters. For it was found that the merchant was some time the association had a pre- paying his other creditors promptly. carlous existence. At that time the A suit would have ruined his credit office force consisted of the assistant and possibly his business. When the strike many as feasible, and it was a ately forthcoming and the man is still long, hard struggle for the associadoing business.

DUCATING the retail merchants in business principles is one of the tasks which has been undertaken by the Utah Association of Credit Men. Organized primarily to protect wholesalers from loss in credits, the association has broadened its scope until

far east as the Missouri river and as far west as the Pacific coast.

The objects of the association are various, though all lead up to the one point—the bettering of trade relations between the wholesale and retail houses. The primary object is to make reports on the financial standing of retail merchants throughout the least tall merchants throughout Utah, Ida-ho, Colorado, Wyoming and Nevada. ho, Colorado, Wyoming and Nevada.
The association has its regular property statement blanks, and every house doing a retail business receives one of these, so that all may be heard in their own behalf.

is aided in every possible way. The Before the organization of this asso-dishonest man is punished, as far as ciation, the wholesale houses had to depend upon the reports of the two mer-cantile agencies for their information. The association issues what is termed a trade report, giving the experience of the various merchants with ac-counts, in addition to the property statement. Each morning an errand boy may be seen going out with a list of names on which to collect informa-tion. To illustrate: A house may receive an order from a person unknown to it asking that the goods be sent on a thirty or sixty days' rating. The house receiving the order cannot afford to ignore it, neither can it afford to sell the goods to a stranger without an assurance that it will receiver their money. In such a case the house makes collected from retail merchants in trouble of various kinds, and in addition to this much other work has been done in the way of putting business. been done in the way of putting busi- each morning sends them out to the standing of the person.

Big Help to Business.

The report asked for includes the easily obtained and the wholesale highest credit ever given the party in question, how much he is owing and losses through the failures of patrons, the credit men of the different wholesale houses decided to act together and in member to fill out telling how the take some action which would tend to lessen the losses. Among those taking part in the forming of this association were George T. Odell, J. G. McDonald, Samuel Weitz, P. L. Doran, George F. Ford, Emanuel Kahn, J. A. Graham, Edward Merrill, M. B. Proutt and F. I. Gunnell. Froutt and F. I. Gunnell.

A meeting at the Knutsford hotel, at which all the wholesale houses were asked to have representatives, was addressed by W. H. Preston of New York on the workings on the eastern association. At this meeting It was decided to incorporate and organize an association which would have for its object the bettering of business conditions, especially in the relations of the wholesale house to the relations of sepecially in the relations of the wholesale house to the retail house.

Articles of agreement were drawn up Articles of agreement were drawn up and the content of the delay of the content of the delay of the content o reports, this information being not di-vulged, so that no member can make use of the report to damage a fellow

This part of the work is illustrated by the following incident: Recently a certain house in Salt Lake received an order which it was desirous of filling, but hesitated long enough to make an inquiry. The inquiry brought the information that two competing houses local house had refused to supply.

Another case is that of a certain merchant who owed an Ogden house a bill for so long, and seeming to ignore the collection of accounts and the tak- ly lost patience and sent the account information to a competitor did not result was that a check was immedi-

and takes some action which usually brings about a settlement.

SECRETARY.

JOHN E. CLARK.

VICE-PRESIDENT

eastern house for the same goods the retail merchants and the more of these the wholesale houses like it. And merchant who is trying to do his best will ways and means of doing so.

doing business with him. In case no for an extension until he knows how it the face as the only possible way reply is received another letter follows which is final, and if the debtor would be suicidal for him to bind himhas respect for his credit and standing self to an extension and leave the fore doing so, he called on his heaviest he usually makes a response. If none way open for other creditors to take creditor and explained the situation. is received the debtor's name is com- the man's all to pay other accounts. The creditor replied that he thought municated to all members. These having accounts then send same to the association gets in ing accounts then send same to the association gets in its most beneficent work.

ORSON

PRESIDEN:

Debtor and Creditors Meet.

When a merchant gets into such the third house decided likewise. Its do business they must have merchants letters to each of his creditors, somejudgment was justified a little later to buy their goods. Their success dewhen the merchant failed, owing an pends wholly upon the success of the later. and the stronger they are, the better sends a letter to the association ex-the wholesale houses like it. And mer-plaining his condition and giving the names of his creditors. The manager months have passed, the creditors have whom he buys. If he is in trouble he ranges for a meeting of the debtor with whom he buys. If he is in trouble he ranges for a meeting of the debtor with will find that the members of this as- his various creditors and they are willing to help and en- brought together to talk the matter brought together to talk the matter sociation are willing to help and en-courage him, and they do not only stop over and decide on some action for at good intentions, but actually have the good of all. In such a meeting, A merchant may be in financial A merchant may be in financial which will satisfy a majority, they secretary and manager, who looked after all the work and even then had time to devote to other interests. The idea of business houses competing in trade uniting in such a way as to give if payment was longer deferred. The hurt the consumer and he is upable to mand in the consumer and he is upable to make his colpay his account at the end of the gives the debtor time to make his col-month. The merchant anticipated mak-lections and meet his accounts to the ately forthcoming and the man is still doing business.

The merchant anticipated making his collections and meet his accounts to the doing business.

The merchant anticipated making his collections and meet his accounts to the doing business.

Settles Up Bad Accounts.

A recent banquet given by the association at which the spacious dining room of the Commercial club was well attention to gain the position it holds to doing business.

Settles Up Bad Accounts.

Another feature of the association is such a case he must go to his creditors at which the spacious dining room of the Commercial club was well business.

The merchant anticipated making his collections and meet his accounts to the best advantage. In this way, such an abenefit to doing business.

Settles Up Bad Accounts.

Another feature of the association is such a case he must go to his creditors what is called the collecting and adpoint the following collections and meet his accounts to the standant arrangement is a benefit to doing business.

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Another feature of the association is such a case he must go to his creditors to meet his accounts to the doing business.

Settles Up Bad Accounts.

Another feature of the association is such a case he must go to his creditors of the Utah Association of the collection of the accounts of the Utah Association of the collection of the accounts of the Utah Association of the collection of the colle filled with the leading business men of bers have accounts against firms who creditor the matter might be easily the following case.

such a course unnecessary, and re-ferred Mr. Rex to the association. A meeting of the creditors was called to while the man who made the assignconsider the matter. Rex explained his condition at this meeting, explain- of his creditors. he sition seemed feasible and the creditors voted to give him an extension of ar-with are trade; he has saved money for himself and his creditors and does not leave the legacy of bankruptcy to his children. Only the other day at a direcpicture be hung in the office as that

Q CRITCHLOW.

VICE PRESIDENT AND MANAGER

CHARLE

CROCKWELL.

TREASURER

on the accounts as they were able, and ness.

\$1,000 of its book accounts, most of for him to carry on his business, which were considered doubtful.

Where the workings of the associa-tion are understood the debtor always tion to be friendly. He cannot act any passed by one session of the Utah legis-other way, though, if he were inclined, lature, but was later declared unconto consult his creditors, as it is their money which is at stake, and if sat-isfactory arrangement can be made, he still free to take any honorable

an attorney and learn what they can do. The attorney is paid to protect his client's interest, and, no matter how the creditor suffers, the attorney is in honor bound to see that the debtor gets off as easily as possible. In such a case the attorney begins figuring on bankruptcy, as that will relieve his like the states. The New York supremental control of the states. The New York supremental control of the states. bankruptcy, as that will relieve his client from further responsibility. While this course is commendable in one way, it is bad in another. The wholesaler must collect his accounts as rapidly as possible in order to meet the bills he is owing, just the same as the retailer must do this, and if the matter goes into bankruptcy the stock is usually tied up while the proceedings in court are being carried out, with the result that what the creditor does realize is only after a long and vexatious delay. Then again when the case goes into bankruptcy each side must hire an attorney and often each Honesty Is Good Policy.

ciation has its regular man paid to take charge of this work; the stock can be sold to the best advantage and does not have to be sold under the hammer as in bankruptcy cases. Then a saving of \$1,500 to the creditors, while

ment enjoys the confidence and respect

Helps to Collect Accounts. Often a debtor is perfectly solvent if he can realize on his book accounts, but when he cannot do so he is much behind. If a matter goes into bank are all turned over to the trustee, who merchant can hardly start in business again, as his name is not only ruined with creditors, but his debtors also regard him with suspicion for having had their accounts given to some co lection agency. When a man gets an extension of time from his creditors he is treated in a different way. The as-sociation has a letter which it sends

later disposed of their business in such | A merchant in a nearby town was a way that they paid their creditors in recently given a three years' extension full and still had some money left for on his accounts and then the creditors themselves. In this settlement the as- also agreed to sell him on a new ac sociation helped this firm to collect over count any goods which were necessary

Work For a Bulk Law.

One of the desires of this association comes to it, and in nearly every case at the present time, as explained by an where he has not the debtor has expressed himself as sorry that he did is called a bulk law. Such a law would not do so. The merchant's best friend be to the effect that no merchant could is his creditor. In such a case the creditor has been lending the merchant money or its equivalent for some time, and in this way has shown a disposi- sale would be void. Such a law was because it is to his interest to realize all he can on the account, and he dare not take any action which would jeopardize their interest; consequently when a merchant is owing money and is unable to pay he ought first of all to consult his creditors, as it is their money which is at stake, and if satthe objection raised and still meet the requirements. Such a law would pre-

vent any dishonest merchant from buy-ing a bill of goods on credit and then Some Run to Lawyers.

Instead of doing this, some seem to unknown. This can be done today and get confused and immediately run to leave the creditor where he cannot get an attorney and learn what they can his money. No honest merchant would

case goes into bankruptcy each side must hire an attorney, and often each creditor hires one to look after his intime to be mindful of the interest. creditor hires one to look after his interest. There are the court costs, costs of trustee, referee, and various other expenses, all of which must be paid out of the assets before the creditors realize anything on their claims.

Houesty Is Good Policy. Honesty Is Good Policy.

The association seeks to do away merchant believed to be dishonest, alwith such matters. At any time that though the man's stock at the time, it it can be convinced that a merchant was agreed, would not pay that has been honest, and has failed in amount. It rather chose to take the has been honest, and has failed in spite of his honesty and ability, the spite of his honesty and ability is nerfectly willing to compare the spite of his honesty and ability is nerfectly willing to compare the spite of his honesty and ability. promise with him and give him a set-tlement which will be equal to what he would obtain in bankruptcy. In such a case all creditors can assign their accounts to the association; the asso-ciation has its regular man roid. sume against his estate.

The association is located in a suite

of the rooms in the Commercial building. Its expense bills show that it s spending considerable money in va-

affairs of sixty-one different firms in the debtor in each case received just the same. In bankruptcy the creditors and composition of creditors, and in received less than 26 per cent, while that time has paid out in dividends in the other case the creditors received over \$90,000 to the various creditors. and besides this, in its regular collecerage of \$3,000 per month on current ac-This means an average nearly \$10,000 a month handled by this

At the present time the association is onsidering the advisability of joining he National Association of Credit The National Association of 'redit Men is an organization of all o the various associations of the United one not affiliated with the main asso-The work of the national association is similar to that of the local organization, except that it covers the whole United States and Canada

> Has a Distinct Advantage. (Chicago Tribune.)

Addipus-Don't you hate to be as lean Skinnicus—No; sometimes I find it's a decided help. I can cross my legs in a decided help. I can cross my legs in a crowded car without taking up any more room than I did before.

Seasonable Inquiry.

"Pleased to meet you, captain," said Bifkins, "By the way, are you a military or football captain?"

The Bad Boy and His Dad at the Waldorf-Astoria.

PECK'S BAD BOY ABROAD

By Hon. GEORGE W. PECK. Ex-Governor of Wisconsin

Was anxious to learn English, and I that's tragedy:" but are gave two or nery, you understand, I don't want to ought to have seen the sensation it a lot of waiters and bouncers surrounding but sleep here, and stay around in the lobby evenings to lear around in the lobby evenings to lear anything but sleep here, and say people look at us, and dad wears that the state of the people in the great dining hall looked at dad as though he was a Crases, or a Rocke-form this out we mingle only with men. It is fall and the people in the great dining hall looked at dad as though he was a Crases, or a Rocke-form this out we mingle only with men. It is fall and the people in the great dining hall looked at dad as though he was a Crases, or a Rocke-form this out we mingle only with men. It is fall that's tragedy:" but are gave two or nery, you understand, I don't want to wanted to learn some French words, so three most and a lot of waiters and bouncers surround-led wanted to learn some French words, so three most and it was pitiful to see him wet his though he was a Crases, or a Rocke-form this out we mingle only with men. The idea of me going into a woman's fold us to see the counters' room, and the maid opened it the created. Most of the people in the great dining hall looked at dad as though he was a Crases, or a Rocke-form this out we mingle only with men. It is fall that's tragedy:" but are gave two or nery, you understand, I don't want to wanted to learn some French words, so three most and then the pople in the great dining hall looked at dad, and it was pitiful to see him to he the room, and the nead over a hundred see, among the crowned heads, and it was pitiful to see him to head any more female acquaintances. In the counters was a crase, or a Rocke-form the pople out the room, and the head over a hundred wanted to learn some French words, so there is Mr.

I wanted to learn some French words, so there is Mr.

I wanted to learn some french words, so the counters was a round in the beat of the pople in the counters wa people look at us, and dad wears that old swallow-tail coat he had before the war, but he has got a new silk hat since we got here; one of these shiny ones that is so slick it makes his clothes look offul burn. We about went to look offul burn. We about to the layers off an onion. Gee, but this house got ripped up the look off enough to pay for the dad looked dignified and hurt at but he got off enough to pay for the dad looked dignified and hurt at but he got off enough to pay for the dad looked dignified and hurt at but he got off enough to pay for the dad looked dignified and hurt at but he got off enough to pay for the dallooked dignified and hurt at but he got off enough to pay for the day worth of glad food.

Gee, but this house got ripped up the up and put my hand inside the sheets of having a fit. Well, say, that was the day looked burn the specific pay in the day of the day broke on the first supper we had, or dinner they call it here. You see, dad thought this was about a first supper we had, or a lunch, but the waiter wouldn't have the house thought this was about a first supper and take it to the room for a lunch, but the waiter wouldn't have it. But the cyclone struck the house the supper supper and take it to the room for a lunch, but the waiter wouldn't have evening procession. I said to determine the cyclone struck the house the supper thought this was about a three-dollar- when dad and I got up to go out of the and at that he railled and seemed to He let me order the dinner, told me to order everything on the bill-of-sale, because we wanted to get the worth of our three dollars a day. Well, his hand, honest, I couldn't order all there was, "Why, 'cause you couldn't have got it all on a billiard table. Say, that list they gave me had everything on it that was ever et or drunk, but I told dad they would fire us out if we ordered the whole prescription, so all I ordered was terrapin canvasback duck, oysters, clams, crabs, a lot of new kinds of fish and some beef and mutton, and turkey, and woodcock, and partridge, and quail, and English pheasant, and lobster, and salads and ices, and pie and things,

so when he went down to dinner dad said we wouldn't do a thing to old Aswhich was \$43 and over.
"Dinner check, sir," said the waiter, as he straightened back and held out

"Why, ain't this house run on the

began to tremble.

be able to take a joke, for he said: "What is this?" said dad, as he put i dined out this time. We dired out \$45. and then we joined the procession of walkers around, and tried to look prosbell boy, and asked him if there wasn't good dainty lunch counter near the Waldorf, where a man could go and get a bowl of bread and milk, and the bell American plan," said dad, as his chin boy gave him the address of a dainty lunch place, and I can see my finish. "No. sir, on the Irish plan," said the waiter. "You pays for what you horders," and dad began to dig up. He here, and I hate bread and milk.

rending scenes, but I never say any- and everybody wanted to get acquaint- lovely old gentleman was with the in in the night or the water pipes thing that would draw tears like dad ed with dad and try to get some steck sweet little boy. Dad he got so inter- busted, or anything, and all she had to digging down for that \$43. The docin his copper mine. I had told dad ested that he forgot to cuss me about do was to screech twice and dad would tors at home had ordered excitement for about my telling the boys be was a boordering that dinner, and he said he be on deck, and she must open the door

for she acts like a queen that has just the countess' bed-time, and I went stepped off her throne for a good time, back and told dad the whole thing was She has got a French maid that is a arranged for him to meet the countess, peacharino. You know that horse in a half an hour or so, as she had to Well, I have still got it, and as it gets scream, as though she was practicing dry the prickers are sharper than her voice for an opera, or something, needles, sharper even than a servant's dad was to go and rap at the door tooth, as it says in the good books. I Gosh, but I was sorry for dad, for he thought I would give dad a run for his was so nervous and anxious for the money, 'cause exercise and excitement half hour to expire that he walked up are good for a man that dined heartily and down the room, and looked at on \$43 worth of rich food, so when we himself in the mirror, and acted like went to our room I told dad that I was he had indigestion. I had told the maid satisfied from what a bell boy told me that she and the countess must feel that the countess in the next room, who perfectly safe if anything happened, had gold cords over her shoulders for 'cause my dad was the bravest man in leoked at me as though I was to blame.

It got all around the hotel, about the when he told me to order all there was expensive dinner dad ordered for himsinght. Well, I have witnessed hearts just to stay our stomachs, and when his ordered excitement for cause to wine, dad weakened, because he didn't want to set a bad example to me, so he ordered hard cider for hisself, and asked me if I wanted anything to drink, and I ordered brown pop. You'd a been tickled to see the walter when he took that order, 'cause I don't s'pose anybody ever ordered iddr't s'pose anybody ever ordered iddr't s'pose anybody ever ordered cider and brown pop there since Astor skinned muskrats for a living when he was a trapper up north. Gosh, but the standard ordered excitement for the skinned muskrats for a living when he was a class of the an overdose, and the now he and ordered excitement for dad, but this seemed to be an overdose, and he would enter a doubt my telling the boys be was a bot dad, but this seemed to be an overdose, and he would fike real quicker'n scat, and she must open the door ducker'n scat, and she thanked me to duck

hestnut, with the prickers on, that I write a few letters to some kings and put in dad's pants at Washington, dukes, and when she gave a little

room. Well, she is a beaut. from countess getting off the elevator, and out of the window, and he made a Butte. Mont, or Cuba. or somewhere, the maid said I must skip, 'cause it was grab for her, and he shouted to her to "be cam, be cam, poor woman, and I while you are making up your cash will rescue you." I tried to pacify the account Saturday night we shall be on maid the best I knew how, and dad the ocean. I s'pose I will write you on she evidently thought he was an assassin, for every little while she we yell for help, and then the night watchman came in with a house po-liceman, and one of them choked dad off, and they asked the countess what the trouble was, and she said she had just retired when she was stabbed about a hundred times in the small of the back with a poniard, and she knew conspirators were assassinating her, and she screamed, and this old bandit, meaning dad, came in, and the little monkey, meaning me, had held his hand over her maid's mouth, so she could not make any outcry.

Well, I got my horse chesinut all right, out of the bed, and the policeman told the countess not to be alarmed. and go back to bed, and they took dad and I to our room and asked us all

Now, don't write to your ma about this, 'cause she never did have much confidence in me, around women with fits." So, Uncle Ezra, you must not let

Liverpool and shall said tomorrow, and the ocean. I s'pose I will write you on the boat, if they will tie it up somewhere so it will stand level. HENNERY.

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Desperate.

(Philadelphia Press.)

"Hello! What are you mutilating that dictionary for?" asked the Republican.
"I guess I can do what I please with my own dictionary, can't I?" savagely replied the Democrat. "When I get sick and tired of hearing a word and seeing it in print I can cut it out—"
"Let's see: what word is it?"
"Landslide."

Wherein the Danger Lies.

(Chicago Tribune.)

The Doctor (flicking the ashes from his cigar)—You'll be telling me. I suppose, that as a physician I ought to know smoking is unwholesome.

The Professor—Unwholesome? Doctor, it's deadly. Have you never noticed that whenever there is a railroad accident the fatalities are generally confined to the smoking car?

Stakes—What's the matter? You look gium. Did you lose on election? Rakes—No: I won \$20 from Jimmy; but 've owed him that much for a year, and I haven't the nerve to collect the coin.